

## **Facilities Maintenance**

**Q.** Would you consider using our FOMP (Facilities Operations and Maintenance Programming) as a vehicle to project O&M costs for new and rehab facilities?

**A.** Yes, FAC will consider using the FOMP. FAC is currently considering several packages to determine FAC's options in selecting the best overall facilities management computerized package.

**Q.** We are a large supplier of industrial equipment to State Dept properties worldwide. I would like to meet with some of the Embassy FMs to discuss how Grainger can further

**A.** FAC has no objection with Grainger representatives contacting FMs directly. You may contact them, using DOS Web site to determine the key officers at any Embassy.

**Q.** How do we as a Specialty Contracting Firm penetrate the market of opportunity in the following areas Basic Facilities support equipment for all aspects of a U.S. Embassy & Data Center. Installation of Generators & Associated Switchgear Equipment, UPS (Static or Rotary) and HVAC Mechanical.

**A.** FAC suggests you contact SBDU to see if you qualify as a Small Business and work through Contracts and Aquisitions Division to see if there are any opportunities within OBO for your services. You may also contact the Facility Manager at any post, using the DOS Web site to determine the key officers at any Embassy.

**Q.** Types of products/services

**A.** As you are a manufacturer of blast-resistant enclosures, it is suggested that you speak to Diplomatic Security representatives directly. You could also contact the post directly to determine their needs. We suggest you contact the Facility Manager or General Services Officer. You may contact them, using DOS Web site to determine the key officers at any Embassy.

**Q.** Does Facilities Management issue its own contracts? If so, what are the scopes of those contracts?

**A.** Facilities Managers issue their own contracts. The scope includes a broad array of services, to include Security, Landscaping, Pest Control, Food Service, Mechanical, Civil

and Electrical engineering services, and construction of all nature. You may contact the individual Facilities Managers, using DOS Web site to determine the key officers at any Embassy.